REGISTRAR

DUNCAN BAIRD PUBLISHERS LIMITED

COMPANY REGISTERED NO: 2650152

REPORT AND FINANCIAL STATEMENTS

31ST DECEMBER 1999

LD5 WL DRH3U37* 0162
COMPANIES HOUSE 27/10/00

Arnold Hill & Co

Chartered Accountants

Craven House 16 Northumberland Avenue London WC2N 5AP

DIRECTORS' REPORT

The Directors present their report and the audited financial statements for the year ended 31st December 1999.

REVIEW OF THE BUSINESS

The main activity of the group is the creation, design and production of non-fiction illustrated books for international markets.

RESULTS AND DIVIDENDS

The group's trading profit for the year before tax was £ 17,149 (1998: Profit £ 8,741).

The directors do not recommend the payment of a dividend.

DIRECTORS AND THEIR INTERESTS

The directors of the company who served during the year, and their interests in the share capital, are as follows:

	<u>31st</u>	<u>31st</u>
	<u>December</u>	<u>December</u>
	<u> 1999</u>	<u> 1998</u>
•	<u>Ordinary</u>	Ordinary
	Shares of £1	Shares of £1
DNC Baird	271,649	271,694
D J Attwooll	1,250	1,250
J P Mitchell	120,332	120,332
R M Saxton	20,266	20,266
R J Walton	34,350	34,350
A W J Mitchell	45,825	45,825
N J Foster	-	-
A Mirken	100,557	100,557

DIRECTORS' REPORT (CONTINUED)

RESPONSIBILITY STATEMENT

With regard to accounting and financial matters, directors have clearly defined responsibilities.

Under Company Law, they are required to prepare financial statements each year and to present them to the Members at an Annual General Meeting. The form of the financial statements is prescribed by the Companies Act 1985 and they must give a true and fair view of the state of affairs of the company at the end of the year and of the result for the year. The financial statements should be prepared on a going concern basis unless it is inappropriate. The directors are responsible for the selection and consistent application of suitable accounting policies and, where necessary, for making prudent and reasonable estimates and judgements.

Additionally, the directors are responsible for safeguarding the assets of the company, for maintaining adequate accounting records and for preventing and detecting irregularities such as fraud.

AUDITORS

In accordance with Section 35 of the Companies Act 1985, a resolution to reappoint the auditors, Messrs Arnold Hill & Co, will be proposed at the Annual General Meeting.

ON BEHALF OF THE BOARD

DNC BAIRD

Director

Date: W. while work

We have audited the financial statements on pages 4 to 17 which have been prepared under the historical cost convention and accounting policies set out on pages 8 and 9.

RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described on page 2, the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

BASIS OF OPINION

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion, we also evaluated the overall adequacy of the presentation of information in the financial statements.

OPINION

In our opinion, the financial statements give a true and fair view of the state of affairs of the company and the group as at 31st December 1999 and of the group's profit and cashflows for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Anold Hell & bo

Arnold Hill & Co

Chartered Accountants and Registered Auditors Craven House 16 Northumberland Avenue London WC2N 5AP

Date:

26 October 2000

GROUP PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED 31ST DECEMBER 1999

	<u>Notes</u>	1999 <u>£</u>	1998 <u>£</u>
TURNOVER	1, 2	4,548,297	4,510,296
Cost of Sales		(3,538,669)	(3,720,087)
GROSS PROFIT		1,009,628	790,209
Administrative Expenses		(899,627)	(658,410)
OPERATING PROFIT	3	110,001	131,799
Interest Receivable and Similar Income	6	4,264	4,860
Interest Payable and Similar Charges	7	(97,116)	(127,918)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		17,149	8,741
Taxation	8	(1,119)	(2,098)
PROFIT FOR THE FINANCIAL YEAR		£ 16,030	£ 6,643

The group had no recognised gains or losses other than the profit for the year and all its operations were continuing.

The notes on pages 7 to 17 form part of these financial statements.

BALANCE SHEET

AS AT 31ST DECEMBER 1999

	Notes	Group 1999 £	<u>Group</u> <u>1998</u> <u>£</u>	Company 1999 £	Company 1998 £
FIXED ASSETS		_	-	_	_
Intangible Assets	9	5,492	20,850	5,492	20,850
Tangible Assets	10	96,184	113,959	96,184	113,660
Investments	11	5,000	5,000	5,000	5,000
		106,676	139,809	106,676	139,510
CURRENT ASSETS Stock and Work in Progress	12	1,074,994	1,211,140	1,074,994	1,211,140
Debtors	13	1,490,199	1,263,019	1,490,384	1,263,852
Cash at Bank and in Hand		302,179	128,405	302,179	127,427
		2,867,372	2,602,564	2,867,557	2,602,419
CREDITORS: Amounts falling due within one year NET CURRENT ASSETS	14	(2,284,860) 582,512	(2,014,215) 604,349	(2,284,860) 582,697	(2,013,826) 588,593
TOTAL ASSETS LESS CURRENT LIABILITIES		689,188	728,158	689,373	728,103
CREDITORS: Amounts falling due in more than one year	15	(151,250)	(206,250)	(151,250)	(206,250)
TOTAL ASSETS LESS LIABILITIES		£ 537,938	£ 521,908	£ 538,123	£ 521,853
CAPITAL AND RESERVES					
Called Up Share Capital	16	784,056	784,056	784,056	784,056
Share Premium Account	17	703,689	703,689	703,689	703,689
Profit and Loss Account	17	(949,807)	(965,837)	(949,622)	(965,892)
SHAREHOLDERS' FUNDS - EQUITY	18	£ 537,938	£ 521,908	£ 538,123	£ 521,853

Approved by the Board for signing on 25/10/00

DNC BAIRD

Directors

N J FOSTER

The notes on pages 7 to 17 form part of these financial statements.

GROUP CASH FLOW STATEMENT

FOR THE YEAR ENDED 31ST DECEMBER 1999

		<u>1999</u>	<u>1999</u>	<u>1998</u>	<u>1998</u>
	Notes	£	£	£	£
NET CASHFLOW FROM OPERATING ACTIVITIES	a		275,547		(379,864)
RETURNS ON INVESTMENTS AND SERVICING OF FINANCE					
Interest Received		4,264		4,860	
Interest Paid		(97,116)		(126,318)	
NET CASHFLOW FROM RETURNS ON INVESTMENTS AND SERVICING OF FINANCE			(92,852)		(121,458)
TAXATION					
Withholding Tax Paid		(1,119)		(2,098)	
NET CASHFLOW FROM TAXATION			(1,119)		(2,098)
CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT					
Purchase of Tangible Fixed Assets		(38,253)		(50,145)	
Sale of Tangible Fixed Assets		299		7,564	
NET CASHFLOW FROM INVESTING ACTIVITIES			(37,954)		(42,581)
NET CASHFLOW BEFORE FINANCING			143,622		(546,001)
FINANCING					
Issue of Ordinary Shares New Secured Loan Repayable by		-		429,990	
Instalments		-		275,000	*
Secured Loan Repaid		(55,000)		(13,750)	
NET CASHFLOW FROM FINANCING			(55,000)		691,240
INCREASE IN CASH	b		£ 88,622		£ 145,239

The notes on pages 7 to 17 form part of these financial statements.

NOTES TO THE GROUP CASH FLOW STATEMENT

FOR THE YEAR ENDED 31ST DECEMBER 1999

a) RECONCILIATION OF OPERATING PROFIT TO NET CASH OUTFLOW FROM OPERATING ACTIVITIES

	<u>1999</u>	<u> 1998</u>
	£	£
Operating Profit	110,001	131,799
Depreciation Charges	70,858	81,726
Gain on Disposal of Fixed Assets	229	7,638
Decrease/(Increase) in Stocks	136,146	(25,782)
Increase in Debtors	(227,180)	(353,192)
Increase/(Decrease) in Creditors	186,159	(223,528)
Exchange Difference	(666)	1,475
Net Cash Inflow/(Outflow) From Operating Activities	£ 275,547	£ (379,864)

b) RECONCILIATION OF NET CASHFLOW TO MOVEMENT IN NET DEBT

	<u>1999</u>	<u>1998</u>
	£	$\underline{\mathbf{\pounds}}$
Increase in Cash in the Year	88,622	145,239
Cash Outflow/(Inflow) from Decrease/(Increase) in Debt	55,000	(261,250)
Change in Net Debt Resulting from Cashflows	143,622	(116,011)
Translations Difference	666	(1,475)
Movement in Net Debt in the Year	144,288	(117,486)
Net Debt at 1 January 1999	(221,017)	(103,531)
Net Debt at 31 December 1999	£ (76,729)	£ (221,017)

c) ANALYSIS OF NET DEBT

	<u>At 1st</u> <u>January</u> 1999	Cash Flow	Exchange Movement	At 31st December 1999
	£	<u>£</u>	$\underline{\mathbf{\pounds}}$	<u>£</u>
Cash at Bank and in Hand	128,405	173,108	666	302,179
Bank Overdraft	(88,172)	(84,486)	-	(172,658)
		88,622		
Debt Due After One Year	(206,250)	55,000	-	(151,250)
Debt Due Within One Year	(55,000)			(55,000)
	£ (221,017)	£ 143,622	£ 666	£ (76,729)

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

1. ACCOUNTING POLICIES

a) Accounting Convention

The financial statements are prepared under the historical cost convention and in accordance with all applicable Accounting Standards.

b) Foreign Currencies

Assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling for the month in which the transaction takes place. All differences are taken to the profit and loss account.

c) Depreciation

Depreciation is calculated on the leasehold improvements to write off their cost by equal instalments over the lifetime of the lease.

Depreciation is calculated so as to write off the cost of the remaining tangible fixed assets over their estimated useful lives as follows:

Computers

Eixtures Eittings and Equipment

33% reducing balance

Fixtures, Fittings and Equipment

25% reducing balance

d) Amortisation

Amortisation is calculated on copyrights to write off their cost over their estimated useful economic life of three years.

e) Basis of Consolidation

The group financial statements consolidate the financial statements of the company and its subsidiary undertaking using acquisition accounting.

The company has taken advantage of the dispensation under S 230 of the Companies Act 1985 not to publish its own profit and loss account. The company's profit for the year after taxation was £ 16,270 (1998: Loss £ (4,439)).

f) Turnover

Turnover represents the invoiced amounts of goods sold and services provided net of VAT.

g) Work in Progress

Work in progress comprises direct costs, including labour costs, and attributable overheads incurred in the production of books. On publication of a title, the attributable costs are written off in proportion to the anticipated sales pattern.

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

1. ACCOUNTING PRINCIPLES (CONT)

h) Operating Leases

Costs in respect of operating leases are charged on a straight line basis over the lease term in arriving at the operating profit.

2. TURNOVER BY GEOGRAPHICAL MARKET

	<u>1999</u> <u>£</u>	<u>1998</u> <u>£</u>
United Kingdom	576,940	676,544
Rest of Europe	2,671,432	2,570,869
North America	1,161,461	1,082,471
Rest of World	138,464	180,412
	£ 4,548,297	£ 4,510,296

3. OPERATING PROFIT

		<u>1999</u>	<u>1998</u>
		<u>£</u>	£
This is stated after charging:			
Depreciation		55,500	58,045
Amortisation		15,358	23,382
Auditor's Remuneration	Audit	9,600	7,980
	Non Audit	1,670	800
Loss on Foreign Currency	Exchange	12,298	3,282
Operating Lease Rentals		93,578	61,080

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

4. DIRECTORS' EMOLUMENTS

	<u>1</u> 999	<u> 1998</u>
	£	£
Salaries	236,838	250,873
Pensions	19,996	19,996
	£ 256,834	£ 270,869

The Conduit Mead Company Limited, a company of which N J Foster is a director, received £ 25,450 in respect of his services in the year (1998: £ 27,500).

The number of directors accruing benefits under money purchase schemes was 3 (1998: 3).

5. STAFF COSTS

<u> 1999</u>	<u>1998</u>
£	£
774,891	890,146
75,001	87,576
21,960	24,257
£ 871,852	£ 1,001,979
	£ 774,891 75,001 21,960

The average number of staff employed by the group was as follows:

	<u> 1999</u>	<u>1998</u>
	<u>No</u>	<u>No</u>
Book Creation	27	31
Sales	4	5
Administration	4	5
	35	41

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

6. INTEREST RECEIVABLE AND SIMILAR INCOME

	1999 <u>£</u>	1998 <u>£</u>
Bank Interest	£ 4,264	£ 4,860

7. INTEREST PAYABLE AND SIMILAR CHARGES

	<u>1999</u> <u>£</u>	<u>1998</u> <u>£</u>
Interest and Charges	19,950	32,177
Other Interest	77,166	95,741
	£ 97,116	£ 127,918

8. TAXATION

TAXATION	<u>1999</u> <u>£</u>	1998 <u>£</u>
Irrecoverable Withholding Tax	£ 1,119	£ 2,098

There is no corporation tax liability for the year due to losses brought forward.

9. INTANGIBLE FIXED ASSETS

- GROUP AND COMPANY	<u>Copyrights</u> <u>£</u>
Cost	
At 1 January 1999 and	
31 December 1999	60,523
Depreciation	
At 1 January 1999 and	39,673
Charge for Year	15,358
At 31 January 1999	55,031
Net Book Value	
At 31 December 1999	£ 5,492
At 31 December 1998	£ 20,850

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

10. TANGIBLE FIXED ASSETS GROUP

	Leasehold Improvements	Fixtures, Fittings & Equipment £	Total £
Cost			
At 1st January 1999	54,551	288,381	342,932
Additions	10,119	30,171	40,290
Disposals		(98,998)	(98,998)
At 31st December 1999	64,670	219,554	284,224
Depreciation			
At 1st January 1999	45,906	183,067	228,973
Charge for year	9,489	46,011	55,500
Release on Disposals		(96,433)	(96,433)
At 31st December 1999	55,395	132,645	188,040
Net Book Value			
At 31st December 1999	£ 9,275	£ 86,909	£ 96,184
At 31st December 1998	£ 8,645	£ 105,314	£ 113,959

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

10. TANGIBLE FIXED ASSETS (CONTINUED) - COMPANY

	Leasehold Improvements	Fixtures, Fittings & Equipment £	Total £
Cost			
At 1st January 1999	54,551	283,121	337,672
Additions	10,119	30,171	40,290
Disposals		(93,738)	(93,738)
At 31st December 1999	64,670	219,554	284,224
Depreciation			
At 1st January 1999	45,906	178,106	224,012
Charge for year	9,489	45,712	55,201
Disposals		(91,173)	(91,173)
At 31st December 1999	55,395	132,645	188,040
Net Book Value			
At 31st December 1999	£ 9,275	£ 86,909	£ 96,184
At 31st December 1998	£ 8,645	£ 105,015	£ 113,660

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

11. INVESTMENTS

	<u>1999</u> <u>£</u>	1998 <u>£</u>
Subsidiary	2	2
Less - provision against fall in value	(2)	(2)
	£-	£-
Unquoted Investments, at Cost	£ 5,000	£ 5,000

The only subsidiary is Siena Artworks Limited, a company registered in England and Wales, whose principal activity is artwork production. The group owns all of the issued shares of the company.

12. STOCK AND WORK IN PROGRESS

	Gr	Group		pany
	<u>1999</u>			<u>1998</u>
	£	<u>£</u>	<u>£</u>	<u>£</u>
Work in Progress	915,597	961,154	915,597	961,154
Author Advances	54,539	25,294	54,539	25,294
Book Stocks	104,858	224,692	104,858	224,692
	£ 1,074,994	£1,211,140	£ 1,074,994	£ 1,211,140

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

13. DEBTORS

	Group		Company	
	<u>1999</u>	<u>1998</u>	<u>1999</u>	<u> 1998</u>
Amounts falling due within one year:	£	£	£	£
Trade Debtors	1,366,449	1,120,979	1,366,449	1,120,979
Other Debtors	31,003	21,656	31,003	21,655
Amounts owed by Subsidiary				
Undertakings	-	-	185	834
Prepayments and Accrued Income	73,547_	101,184	73,547	101,184
	1,470,999	1,243,819	1,471,184	1,244,652
Amounts falling due after more than one year:				
Other Debtors - Rent Deposits	19,200	19,200	19,200	19,200
	£ 1,490,199	£ 1,263,019	£ 1,490,384	£ 1,263,852

14. CREDITORS: Amounts falling due within one year

J	Gr	<u>oup</u>	Company	
	<u> 1999</u>	<u>1998</u>	<u> 1999</u>	<u>1998</u>
	$\underline{\mathbf{\pounds}}$	<u>£</u>	£	<u>£</u>
Bank Overdraft	172,658	88,172	172,658	88,172
Trade Creditors	1,189,157	1,303,729	1,189,157	1,303,729
Other Creditors including Taxation and Social Security Costs	192,165	103,999	192,165	103,610
Loan	55,000	55,000	55,000	55,000
Accruals	36,826	40,728	36,826	40,728
Advances	639,054	422,587	639,054	422,587
	£ 2,284,860	£ 2,014,215	£ 2,284,860	£ 2,013,826

The bank overdraft is secured by a mortgage over the company's assets and by a floating charge over the credit balance on the company's UK based US dollar bank account.

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

15. CREDITORS: Amounts falling due after more than one year	15.	CREDITORS:	Amounts	falling	due after	more than	one vear
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	_	<u>Group</u>		Company	
	<u>1999</u>	<u>1998</u>	<u>1999</u>	<u> 1998</u>	
	<u>£</u>	£	<u>£</u>	£	
Loan	£ 151,250	£ 206,250	£ 151,250	£ 206,250	
Louin	131,230	2 200,230	£ 131,230	<u> </u>	

The Loan is secured by a fixed and floating charge over the company's assets subject that the charge described in note 13 shall rank in priority.

16. CALLED UP SHARE CAPITAL

	<u>1999</u> No	1999 £	<u>1998</u> <u>No</u>	1998 £
Authorised	<u></u>	=	2.0	=
Ordinary Shares of £1 each	1,500,000	£1,500,000	1,500,000	£1,500,000
	<u>1999</u> <u>No</u>	<u>1999</u> <u>£</u>	<u>1998</u> <u>No</u>	1998 <u>£</u>
Alloted, Called Up and Fully Paid				
Ordinary Shares of £1 each	784,056	£784,056	784,056	£784,056

17. RESERVES

	Share Premium Account £	Profit & Loss Account £
GROUP		
At 1st January 1999	703,689	(965,837)
Profit for the year	_	16,030
At 31 December 1999	£ 703,689	£ (949,807)
COMPANY		
At 1st January 1999	703,689	(965,892)
Profit for the year		16,270
At 31 December 1999	£ 703,689	£ (949,622)

NOTES TO THE FINANCIAL STATEMENTS

31ST DECEMBER 1999

18. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

	<u>Group</u> <u>1999</u> <u>£</u>	<u>Group</u> <u>1998</u> <u>£</u>	<u>Company</u> <u>1999</u> <u>£</u>	<u>Company</u> <u>1998</u> <u>£</u>
Profit/(Loss) for the year	16,030	6,643	16,270	(4,439)
Share Capital Subscribed	-	430,002	-	430,002
Shareholders' Funds at 1st January	521,908	85,263	521,853	96,290
Shareholders' Funds at 31st December	£ 537,938	£ 521,908	£ 538,123	£ 521,853

19. OPERATING LEASE COMMITMENTS

At 31st December the group had annual commitments under non-cancellable operating leases as follows:

	Land:	<u>Land and Buildings</u>		
	<u>1999</u> <u>£</u>	1998 <u>£</u>		
Expiring between two and five years	91,597	-		
Expiring in over five years		38,400		
	£ 91,597	£ 38,400		

20. CONTROL

The company is controlled by its board of directors.